

September 1997

## Rumors

Katina Strauch  
*Against the Grain*

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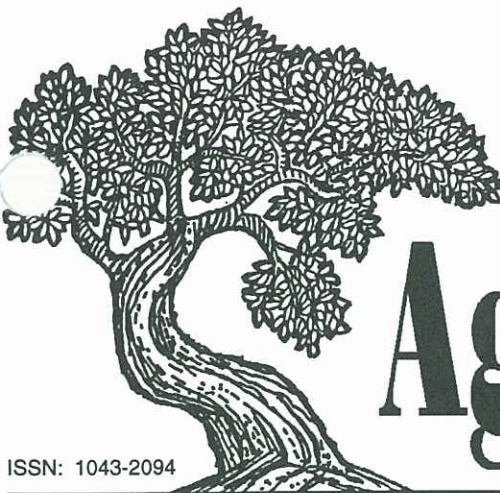
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# Against the Grain

*"Linking Publishers, Vendors and Librarians"*

## Reference Materials — So Many Choices, So Little Money: Librarians and Publishers Speak Out!

by **Frances C. Wilkinson** (Director, Acquisitions and Serials Department, General Library, U. Of New Mexico, Albuquerque, NM 87131-1466; 505-277-7219 (voice); 505-277-4446 (fax)) <fwilkins@unm.edu>

The book and serials industry has recently witnessed a proliferation of reference materials. At a time when reference and collection development librarians have many more choices than ever before, they also have less buying power than ever before! Concern abounds about the fairness of current pricing trends, the best and worst ways to communicate about reference titles, which reference materials should be published and then selected by librarians, the impact of electronic materials, decisions regarding what format to publish/select, and what are the future trends in reference publishing. To address these issues, an interview-style joint discussion among librarians responsible for reference selection (one reference librarian and one collection development librarian) and publishers/editors of reference materials (one large publisher and one smaller publisher) was held. Their differing perspectives were highly significant because of what they

reveal about the industry as a whole.

### 1. Are the current pricing trends for reference materials fair or unfair? Please explain.

#### The Librarians...

Answer from Linda Lewis, Director of Collection Development, University of New Mexico General Library:

"It sounds a little evasive, but I do have to say that it depends. In general, most reference monographs are priced relatively fairly. Since the basic dictionaries, handbooks, bibliographies and similar reference sources have a comparatively small audience, the publishers generally seem aware that extremely high prices will reduce their

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## If Rumors Were Horses



I'll tell you, it may have been summer, but LOTS has been going on. Well. Have you heard? **Celia Wagner** — the magnificent, fabulous, funny and perceptive — has joined **Academic Book Center** as of September 2, 1997, as Manager of its Approval Department as well as to assist in marketing and sales. Yes, my mouth was wide open, too. Celia will be a member of Academic's Management Committee. She will be reporting to **Daniel P. Halloran**, President. "Celia's in-

telligence, extensive library experience, and wonderful personality will be an exciting addition to Academic," says Dan. "Our approval plan business is growing. With nearly twenty years of experience in approval plans, Celia will be bringing a wealth of expertise to Academic." Celia worked at **Blackwell North America** for nearly twenty years. **Lorene Dortch**, Academic's current Approval Plan Manager, says she is happy to gradually reduce her work over the next several years and to turn the department over to Celia, though she plans to maintain her contacts with customers.

And, more about Celia. She is continuing her commitment to *Against the Grain*, grace à Dieu (as the French say) and will remain as Associate Editor. You'll note that the astute **Tom Loughran** (Blackwell) has continued with Book Pricing Update (see this issue, p.58), and who knows, will we have two of these fabulous columns? Time will tell.

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**Blackwell's Book Service** has announced that **Dan Miller** has accepted the newly-created position of Approval Accounts Manager located in the Lake Oswego, Oregon office. Dan will take direct responsibility for major Approval and New Titles Service customers and will manage the staff of eight service professionals who create and maintain library profiles and support Blackwell's Web-based product, **Collection Manager**. Dan has served in the Technical Services division of Blackwell's for eighteen years, most recently as Technical Services Account Manager. The "outsourcing" of record and processing services has substantially changed the terms on which Approval and New Titles Announcement Plans are sold and delivered and Dan's technical expertise will be a great asset.

And there's more. **Jill O'Neill**, long time **Elsevier** staple (8 years), has accepted a position at **ISI** working with **Jay Trolley** in the Corporate Communications Group, beginning September 2. Wow. She moved her family (husband and two sons, all native New Yorkers) to Philadelphia at the end of August! She'll be in Charleston to tell us all about it!

**Dena Schoen** will be joining **Yankee Book Peddler, Inc.**, traveling in the Washington, D.C. area and mid-Atlantic states as Regional Manager, Collection Management & Development Group. Dena comes to YBP from a position as Catalog Librarian at **Gettysburg College**. Previously, Dena — who holds graduate degrees in both Library and Information Sciences and Slavic Languages and Literatures from the University of California, Berkeley — was Slavic Catalog Librarian at **The Hoover Institute**.

**Sherry Sullivan**, formerly of **HW Wilson, YBP, & B&T** joined **Swets** July 28 in sales. Sherry will work with academic and medical libraries in New York, New England, and the upper midwest. She plans to attend the **Charleston Conference** this year. Sherry has a diverse background including time spent as head of technical services (including serials) at the University of New Haven. **Mike Markwith** <mmarkwith@swets.nl> says they are really excited about Sherry's joining Swets. Her library experience and varied commercial experience will be valuable for them as well as for librarians doing business with Swets.

Got word that **Robert Doran**, former Director of Database Development for **Barnes & Noble, Inc.**, has joined **Baker & Taylor's Electronic Business and Information services (EBIS) Unit** in the position of Senior Vice President. As we know, Robert has a whole lot of publishing experience! As Vice President, Marketing and Publisher of Reed Reference Publishing, Robert published *Bowker's Books in Print* title database and also held sales positions at both **Macmillan** and **Prentice-Hall**. Robert will be based in **Baker & Taylor's** Charlotte, North Carolina office, and will report directly to **Craig Richards**, B&T CEO.

And, there's even more! Just heard from the fabulous, bam-zowie, can't-keep-up-with-her **Corrie Marsh**. Guess what? Starting August 18, she will be working for **Gale** as southeast sales rep. We'll have to ask her all about it when we see her in Charleston.

**AMIGOS Bibliographic Council, Inc.**, has elected **Dr. Willie Hardin** of Conway, Arkansas, as the new Chair of its Board of Trustees. Dr. Hardin is the current Dean/Professor of the Torreyson Library at the University of Central Arkansas, a post he has held since 1987. Elected to new three-year terms on the 12-member board are **Mary L. Johnson** (Deputy Director of the Arizona Department of Library, Archives & Public Records) and **Robert Shupe** (Library Director for Mohave Community College Library in Kingman, Arizona).

Even more. **Arly H. Allen** (President, **Sheridan Electronic Systems**) writes that he is retiring on August 31, 1997.

On June 25, 1997, **Wolters Kluwer** announced that it had

acquired **NILS publishing company** in Chatsworth, California from **ABC, Inc.**, a subsidiary of the **Walt Disney** company. NILS is a premier provider of US insurance law information services in print and electronic formats whose well-known products include the *National Insurance Law Service* and the CD-ROM *INSOURCE Healthcare*. NILS will become part of **Wolters Kluwer US** subsidiary, **CCH**, one of the leading tax and business law publishers in the United States.

**Taylor & Francis** has announced its agreement to acquire the business of **Garland Publishing, Inc.** Garland was founded in 1969 by the late **Gavin Borden**, who, with his wife **Libby Borden**, (President of Garland) built the company into a significant publisher of both academic reference and science textbooks. Garland is perhaps best-known for its multi-volume reference works and its leading-edge textbooks in the biosciences. For further information, contact **Anthony Selvey**, Group Managing Director, Taylor & Francis <anthony.selvey@tandf.co.uk> or <libby\_borden@garland.com>.

Just met **Kate Wittenberg** <kw49@columbia.edu> over the net. She is the new chair of the **AAUP press/library relations committee** as well as the new editor-in-chief at **Columbia University Press**, in her spare time. Welcome, Kate. And, y'all guess what, there is a publisher bestseller column in this issue. See page 60.

Just got word about an online connection for Mississippi's Libraries and Schools. Called **MAGNOLIA** (Mississippi Alliance for Gaining New Opportunities through Library Information Access), this statewide online connection will provide a total of 1,138 public libraries, elementary, middle and high schools, community and junior colleges, and universities with access to a large electronic database of periodicals and other published information. The project was made possible through special efforts by state **Sen. Grey Ferris** (D-Vicksburg) and legislation that allocated more than \$568,000 to establish the project. Established in May 1997, **MAGNOLIA** is the result of the integrated efforts of librarians, the Council for Education Technology, the Mississippi Library Commission and the University Library Directors' Council. The Shared Library Resources Steering Committee and several subcommittees, representing various libraries, worked for more than a year to establish the alliance and fund the project. **EBSCO Publishing** of Ipswich Massachusetts will be the primary vendor in providing the alliance with online access through **EBSCOhost** to an array of fulltext and abstracted journals covering a range of topics from education to health to business. These core electronic resources were picked based on which would be the most applicable to the state's libraries, as well as meet the needs of its citizens. Visit the **MAGNOLIA** Web site at <<http://www.lib.usm.edu/~magnolia/magnolia.html>>. For additional information, contact **Frances Coleman**, chair, **MAGNOLIA** Steering Committee, at <[FColeman@Library.MsState.Edu](mailto:FColeman@Library.MsState.Edu)> or call (601) 325-7661.

We've just received copies of **Choice's** special supplement, reviewing some 200 Web sites of particular interest to academic librarians and researchers (The Web Issue, special supplement to volume 34). Wow, what an awesome piece of work and as you might expect, **Choice** has done its usually thorough job. The bibliographic essay "Librarians on the Internet: The Search for Quality Begins" by **Laura D. Cohen** (SUNY-Albany) gives you some basic information that is very useful about effective use of the Web and includes tips on using search engines and is a good place to start. The reviews are arranged by subject, and prepared by experts in the subjects covered. Each review provides a concise, critical assessment of the site, including its content, quality and usefulness for researchers. The Web review issue also contains special features on Internet/Web books and designing and evaluating Web sites for accessibility. You'll want to buy some extra copies to keep by your terminal! Contact **Vee Carrington** at <[vcarrington@ala-choice.org](mailto:vcarrington@ala-choice.org)> or **Steve Conforti** at <[subscriptions@ala-choice.org](mailto:subscriptions@ala-choice.org)>.

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**Baker & Taylor** has introduced **Replica Books** which is a pretty neat idea. This is a service whereby books that libraries cannot get on firm order because they are reported as out of stock indefinitely or out of print, will be reprinted for distribution. For further information, contact **Richard Huttner**, Managing Director, 7 Bayberry Lane, Weston, MA 02193. phone (617)899-0783 or fax (617)899-9769).

Okay. I screwed up. I admit it. I forgot (like some dunce) to mention that **Rita Van Assche Bueter**, MLS, long-time **Charleston Conference** attendee and wonderful person on top of that, has joined **Sherry Thompson** and **Ken Robichaux** and the fabulous **Majors** book crowd in good old heart country (that's Texas — Dallas). Rita was appointed to the new position of **Continuations & Senior Approval Plan Librarian**.

**John W. Heaton** officially retired as of Sept. 1, from Belk Library, Appalachian State University, Boone, NC. On Aug. 26 the Library honored him with a retirement reception attended by over 200 colleagues, administrators, friends and family. ASU's former acquisitions librarian, **Zeb Shook**, was in attendance as was the Chancellor, the Provost, the former Chancellor, and many many others, including his college roommates! Among his retirement presents, presented by University Librarian, **Mary Reichel**, were a pocket watch, an original signed print of the library, an official university plaque signed by the Chancellor, an engraved plaque from the library, and a t-shirt that reads, "I'm too sexy for my hair (that's why it's no longer there)." **Lenore Dudley** and **Eleanor Cook** made remarks and observations on John's long career in a humorous mode. John plans to attend the **Charleston Conference** this coming year, retired or not - his love for good company, history and Charleston restaurants can't keep him away!

And ... I got a letter the other month from the wonderful **Richard C. Rowson** who is a publishing consultant. He says that he remains active and interested in the "business" [of publishing] and is willing to take on new assignments. If you want to touch base with him, he is at **American University Press** (acting as a consultant) at 202-883-3400.

**Phil Dankert** (Cornell) <prd2@cornell.edu> sends word of an article in *The New York Times*, August 11, 1997, "American's Buy Books. Foreigners Buy Publishers." Hmmm. Haven't seen it. Have you?

**Primark Corporation** (NYSE/PSE: PMK), a global information service company, announced on August 7 that its **Disclosure** unit has been awarded an important contract by the **London Stock Exchange** to make available to third parties all fulltext documents supplied by listed and AIM companies to the Exchange's Company Announcements Office. Responsibilities include: scanning and indexing the documents, creation of electronic files, then making the documents available for public access in both paper form and electronically via a dedicated FTP dial-in site. **Disclosure** will also manage the document viewing room at the Exchange and will place a localized version of its **Global Access** system there, providing the public a walk-in service to identify and print company documents. As the service provider for the London Exchange, **Disclosure** will be able to offer its online **Global Access** <<http://disclosure.co.uk>> clients access.

The **Association of American Publishers (AAP)** expressed the support of the U.S. book publishing industry for bipartisan

legislation introduced on July 29, 1997 (**H.R. 2281**) to implement two key international copyright treaties and strengthen global protection for copyright in cyberspace. AAP praised the work of the **Clinton Administration** and the leadership of the **House Judiciary Committee** in drafting legislation that balances various competing interests so that the bill can be assured of bipartisan support on Capitol Hill. This support is reflected in the fact that Representatives **Howard Coble** (R-NC) and **Barney Frank** (D-MA), the Chairman and Ranking Member of the House intellectual property subcommittee, and Representatives **Henry Hyde** (R-IL) and **John Conyers** (D-MI), the Chairman and Ranking Member of the House Judiciary Committee, are co-sponsors of the legislation. HR 2281 implements two international treaties adopted by the World Intellectual Property Organization (**WIPO**) last December which establish a global framework for copyright protection in cyberspace and make it easier to protect U.S. books, movies, and other creative works in the digital environment. For further information, contact **Judith Platt** <[jplatt@publishers.org](mailto:jplatt@publishers.org)>.

The U.S. publishing industry had harsh criticism for legislation introduced in late July at the urging of the telephone companies which would give the telecos and other online service providers (OSPs) special immunity from copyright infringement liability on the Internet (**HR 2180**). In a strongly worded statement, the **AAP** accused the politically powerful telephone companies of jeopardizing two key international copyright treaties by joining their demands for special treatment to Congressional implementation of the treaties adopted last December by **WIPO**. The AAP pointed out that if copyright protection online is weakened by passage of this bill, the real losers will be the consumer, the Internet user, because creators will not risk putting their works online if they can't be protected from wholesale theft. More information can be found at the address above.

**ISI's** Research Department can now provide a systematic overview of local patterns of journal usage by analyzing the frequency with which a community of researchers publish in and cite particular journals. Called the **Local Journal Utilization Report**, it is priced at \$6,000, and would allow you to both examine your collection of serials to see what your faculty is publishing and what they cite in their papers in ISI-indexed journals. This looks like a neat product. A custom Windows-based interface that requires a Pentium PC accompanies the database. If you want more information, contact **Dan Pendlebury** (ext. 1411) or **Nancy Bayers** (ext.1276) at 800-336-4474 or <<http://www.isinet.com>>.

**Swets & Zeitlinger** and **Kluwer Academic Publishers** have announced an agreement to include the electronic fulltext journals published by Kluwer in **SwetsNet**, the Web-based electronic journals service recently launched by Swets. Initially 120 Kluwer journals will be accessible in the service and close to 300 from January, 1998. For further info, visit <<http://www.swets.bk>>.

**Barbara Preschel**, Executive Director, **PAIS**, retired July 3, 1997, after 13 years as Executive Director. **Debra Brown-Spruill** has been appointed as Executive Director, effective on the same day. Brown-Spruill has 23 years of experience in the information industry and began her career in 1974 with **R. R. Bowker** before joining **Engineering Information, Inc.** **Catherine Korvin** has been appointed Editor, **PAIS International** database and Deputy Director. She has worked in the information industry in France and the U.S. for more than 15 years. More info is at <[inquiries@pais.org](mailto:inquiries@pais.org)> <<http://www.pais.org>>.

**Don Hagen**, Managing Director of **Bernan Associates**, a division of the **Kraus Organization Limited**, announces the creation of the **Bernan Press Legal Publishing Group**, committed to excellence and must-have legal publications. Founded in 1952 to provide distribution services for titles published by the U.S. Government Printing Office, Bernan Associates is the one of the largest private distributors of U.S. GPO publications

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*The Boston Municipal Library System, founded in 1852, is believed to be the world's oldest free municipal library system.*





Joel H. Baron, Group Director, **Dawson Information Services Group** is NISO's new chair. He replaces outgoing NISO chair **Michael J. McGill**, CIO for the **Univ. of Michigan Medical Center**. Other new officers include: **Donald J. Muccino** (Executive Vice President and COO of **OCLC**), vice chair/chair elect; **Michael J. Mellinger** (President of **DRA**), treasurer. New to NISO's Board is **Albert W. Simmonds** (Director of Standards Development for **R.R. Bowker**), replacing **Elizabeth Bole Eddison** (Chairman of **Inmagic, Inc.**). Elected to second three-year terms are **Vinod Chachra** (President, **VTLS, Inc.**) and **Lennie Stovel** (**The Research Libraries Group, Inc.**). NISO's other board members are **Nolan F. Pope** (Assoc. Director for Automation, General Library System, **U. of Wisconsin-Madison**), representing libraries; **Beverly P. Lynch** (**UCLA Graduate School of Education and Information Studies**), representing libraries; **Howard Turtle** (Principal Research Scientist, **West Publishing**), representing information services; **Marjorie Hiava** (President and Chairman, **Access Innovations, Inc.**), representing publishing; and **Patricia R. Harris**, NISO Executive Director/Secretary.

Have y'all seen the **ICR, The International Cookbook Review, For Food and Wine Lovers of the World, Featuring Cookbooks, Publishing, and Culinary News**? Well, this awesome publication (don't read it if you're hungry), began bi-monthly publication in 1995 and is published by **S.P.A.S., Lagasca 27, 1-E, 28001, Madrid, Spain**. Subscription price is \$39.00. Anyway, I am looking at v.II, n.7-8, 1997, right now (130 p., many in appetizing colors) which announces the **Frankfurt Book Fair 1997** issue, due to arrive six weeks in advance of the Fair (October 15-22, 1997), where publishers can tell their stories, sell international rights, participate in international co-editions.

**EBSCO Publishing** has announced that it has entered into an agreement with **Institutional Investor, Inc.**, to offer over thirty well-known and highly-repected business titles on its various databases for academic and public libraries and corporations. The fulltext of titles like *Institutional Investor*, *Global Fund News* and *Real Estate Financing & Investment* will appear on many of EBSCO Publishing's most popular databases.

**Blackwell's Information Services** and **Springer Verlag** have agreed that the **Springer LINK** service will be available through the **Blackwell's Electronic Journal Navigator** from March 1998. LINK is a new information service that Springer has created for the Internet. This service is complemented by online data on available books and journals of the Springer publishing group on CD-ROM publications, software products, and catalogs. It can be expected that by 1999 all 400 journals along with electronic books will be launched in LINK. See <<http://www.link.springer.de/>>.

**CatchWord** has a new partnership with **OCLC's FirstSearch Electronic Collections Online (ECO)** service. The electronic journals held on CatchWord's **RealPage** system are to act as a data source for the **FirstSearch ECO** service. **CatchWord Ltd.**, based until now in the UK, is pleased to announce the opening of a second office in Cambridge, Massachusetts (CatchWord North America, 875 Massachusetts Avenue, Suite 81, Cambridge, MA 02139. Voice: 800-347-2180; Fax: 617-354-6875). The opening of this office is expected to enhance the service for US and Canadian-based publisher clients and users of journals held on the **RealPage** system: CatchWord Ltd primarily parallel publishes scholarly journals and academic research material in electronic form on the Internet. CatchWord's **RealPage** solution was launched in 1995, and since then the amount of material on the system has grown steadily to now represent a significant proportion of the all of the refereed electronic journals on the Internet. Contact CatchWord UK on email: <[sales@catchword.co.uk](mailto:sales@catchword.co.uk)> or

at <<http://www.catchword.co.uk/>>.

**CISTI (The Canada Institute for Scientific and Technical Information)** has just put its library catalog on the World Wide Web. The catalog contains over 50,000 serial titles, half a million books and conference proceedings, and technical reports. CISTI has one of the largest collections of published information in science, engineering, and medicine in the world. The new Web-based catalog also contains records from the **Canadian Agriculture Library**. The catalog offers a wide range of flexible search options, including the ability to search by call number, to simulate browsing the shelves. By clicking on an author's name of a bibliographic record, other titles by that author are retrieved. One of the most powerful features of the new system is the option to order any item — a copy of an article, book or report — from anywhere in the catalog. The orders are sent automatically to CISTI's Document Delivery Service where over half a million orders are processed each year. Unlimited catalog searching is free, but registration is required before placing an order for a document and there are, of course, document charges. Here is the address — <<http://cat.cisti.nrc.ca/>>.

Recently heard from **Susan Strickland (Lightbinders, Inc.)** <[strick@lbin.com](mailto:strick@lbin.com)> <<http://lbin.com>> who says that they were impressed by *Against the Grain*! Wowee! Do y'all remember **Pete Goldie's** (president of Lightbinders) article that he wrote for **Julia Gelfand**? See *Against the Grain*, v.8#2, pp.17-21 ("Does CD-ROM have a future?")

This is from **ASJA Contracts Watch** 48 (vol 4, #9) (CW970729), July 29, 1997. A writer has won a \$2,100 judgment against a magazine publisher for reusing seven previously published articles on its Website without her approval. **Talcott Communications Corp.**, publisher of *Fancy Food* and other trade magazines, was ordered to pay the writer after failing to appear in a breach-of-contract suit earlier this month in New York City Small Claims Court. "I never licensed Web rights to my articles," the writer told **ASJA (American Society of Journalists and Authors) Contracts Watch**. "When I called and pointed that out, the publisher said everything they publish becomes their property unless the writer makes restrictions. I explained that according to the law they had it backward, and their answer to that was silence. They took my articles off the site but refused to pay for several months of usage, so I sued. It's a shame when a publisher doesn't respect our work and our rights. It's a shame when we have to look to the judicial system for relief." A Talcott official gave **Contracts Watch** a "no comment" on the court judgment, adding only that the company was "trying to work it out" with the victorious freelancer. And there's a lot more data on other similar activities, so, if you're interested, you might want to visit the complete, searchable archive of **ASJA Contracts Watch**, available on the World Wide Web at <<http://www.asja.org/cwpage.htm>>.

Okay. I know (and knew) this. **Nat Bodian** is in Cranford, NJ. "Henley" is the name of a narrow tree-lined street that ends about 150 feet from Nat's front door at the Rahway River, which winds and twists through Nat's town and sometimes overflows and permits canoeing directly to his front door. But, we didn't say that in the June issue of **ATG** (p.90). Nat is a Publisher's Marketing Consultant in Cranford, NJ. But never fear, he has still sent us more "facts" for this issue courtesy of his wonderful book, *The Joy of Publishing* (reviewed in **ATG**, v.8#4, September, 1996, p.42). Have you bought it yet?

Sob. **Alison Grant** (U. of Auckland (NZ) Library, Acquisitions Dept) <[a.grant@auckland.ac.nz](mailto:a.grant@auckland.ac.nz)> will not be able to come to the **Charleston Conference** after all. But, hooray, **Gita Gunatilleke** will be attending from New Zealand and we'll hopefully see Alison next year!

Recently met **Louis Klee** (University of Nice, France) <[lklee@unice.fr](mailto:lklee@unice.fr)> courtesy of **Dora Biblarz** (Arizona State University Libraries) <[biblarz@asu.edu](mailto:biblarz@asu.edu)>. We talked a lot about

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what is happening in libraries in France and Dora and I will be writing it up for a future issue of *ATG*. Watch this space.

Well, there was recently a posting in ACQNET (**Eleanor [Cook]** I don't know how you do it!) about Interloc, which is an online database of books (many of which are out of print) which are available from assorted small bookdealers. We have been very pleased with this service at the **College of Charleston**, especially **Bill Finley**, our **Special Collections Librarian**.

Have been talking a lot to **Isabel Geffner** (*DoubleTake Magazine*, 1317 West Pettigrew St., Durham, NC 27705). Our library recently subscribed to this wonderful (inexpensive!) documentary-style magazine, one of the editors of which is the famous **Robert Coles**, who *ATG* interviewed several weeks ago. And, recently, I was corresponding with **Darnell Arnoult**, who also works for *DoubleTake* <darndarn@acpub.duke.edu>. Either or both Isabel and Darnell will be at the **1997 Charleston Conference**. So, if you didn't meet them in San Francisco, you'll have a second chance!

An interesting read is the article in the April 30, 1997, *Chronicle of Higher Education* entitled, "Information Technology at Liberal-Arts Colleges." The article's about **Grace Johnson-Page**, an assistant professor of management and accounting at **Marietta College** in Ohio who uses computers extensively in her classroom. On her Web site, Ms. Johnson-Page describes specific projects and techniques used by dozens of faculty members gathered from a recent sabbatical when she visited 150 professors. Visit her Web site at <<http://www.marietta.edu/~johnsong/reform/>>. The site also features interviews with college administrators, computer-services directors, and librarians, all of whom discuss the technology issues they face. And it offers an extensive bibliography of books and articles on technology in teaching.

Was recently browsing on **liblicense-I** (highly recommended). Anyway, ran into a reference to **Dr. Peter Boyce** (American Astronomical Society) who has agreed to speak at the **1997 Charleston Conference**. Boyce has identified the "achilles heel of the future" for scholarly publishing archives: their creation and access and quality indexing.

And — just got word from **Bill Laing** (Copyright Acquisitions Librarian, Register of Copyrights, Copyright Acquisitions Division, Library of Congress) <wlai@loc.gov>. He has been approved for funding to come to Charleston. I can't wait to meet him, and I'll bet you can't either!

And have you seen? "Saving 'Tenure Books' From a Painful Demise" *Chronicle of Higher Education*, 11/1/96, and "Profit Squeeze for Publishers Makes Tenure More Elusive," *New York Times*, 11/18/96?

**Baker & Taylor** has promoted twenty-one-year veteran **Asha Kapoor** to Vice President, Collection Development and Technical Services for the newly created **Customized Library Services** unit, and **Pam Smith**, with more than 18 years experience with B&T, has been appointed to Vice President, Sales & Marketing, also for Customized Library Services. Customized Library Services is a new operating unit of Baker and Taylor, Inc., which has been created to provide support services to libraries including: strategic consulting, co-sourcing, project management, collection development, product acquisition, cataloging, processing, distribution and database maintenance services.

*The world's oldest library still in existence is  
The Biblioteca Capitolare in Verona, Italy,  
founded in the sixth century.*

**Data Research Associates, Inc.(DRA)** has announced that DRA systems are installed or being installed at more than 100 community colleges or equivalent institutions around the globe, including the four largest community colleges in the United States. Within the past six months, the **Los Angeles Community College District, California**; and the **City Colleges of Chicago, Illinois**, the country's largest and fourth largest community colleges, respectively, selected DRA as their library automation vendors. **Florida's Miami-Dade Community College** (a member of DRA customer, **The College Center for Library Automation**); and **Arizona's Maricopa Community College District** — both long-time DRA customers — rank second and third in size, respectively. Also within the past six months, community colleges newly selecting DRA systems include the **Harrisburg Area Community College (HACC)**, Pennsylvania; and **Laredo Community College**, Texas. DRA's World Wide Web page is located at <<http://www.dra.com>>.

The release of the latest version of **CoDAS Web (Condensed Matter Direct Alerting Service)** now makes research even easier for scientists working in condensed matter and materials science. CoDAS Web is an online alerting service owned by **Elsevier Science** and **Institute of Physics Publishing**, and includes contributions from the **American Institute of Physics**, the **American Physical Society** and **Chapman & Hall**. It provides researchers with desktop electronic access to abstracts from more than 60 of the world's leading condensed matter and materials science journals. Further information and an online demonstration is available at <<http://www.iop.org/CoDAS>>.

If you haven't met the assistant director of libraries for public service and education at the **Medical University of South Carolina Library (MUSC Library)**, you really ought to. Her name is **Elizabeth Connor** <connor@musc.edu>. Elizabeth has come from U. of Connecticut Health Center Library Farmington, and we in Charleston are glad to have her!

At ALA in San Francisco, met the vivacious (and very patient). **Lara Johnson (Chadwyck-Healey)** <laraj@chadwyck.com>. She tells me that **Stephen Rhind-Tutt**, Chadwyck-Healey's new president will be attending the **Charleston Conference!** And if you want to know more about Chadwyck-Healey products — like the new *Art Theorists of the Italian Renaissance* on CD-ROM — visit <<http://www.chadwyck.com>>.

This comes from **Jonathan Franklin** <jfrank@umich.edu> and the law listserv. The **Association of Research Libraries** and a number of other organizations have undertaken a renewed effort to explore the appropriate parameters of Fair Use of copyrighted materials in the digital environment. The pledge comes in the aftermath of the 19 May, 1997, meeting of the Conference on Fair Use, at which no agreement was reached on proposals for Fair Use guidelines. A full statement issued by the organizations can be found at: <<http://arl.cni.org/info/fm/copy/confustate.html>>.

Word is that **Knight Ridder** is nearing the sale of **Knight Ridder Information Inc. (KRII)** (which includes our old friends **CARL** and **UnCover**) to **MAID PLC**, a British information provider. Sale could be for as much as \$500 million. To be continued.

Got word from **Charles Germain (PCG)** that **Elsevier** has purchased French science publisher **Gauthier Villars**.

And **Herb Johnson** writes that **JAI Press, Inc.**, has purchased **Research Strategies** from **Dick Dougherty** and **Mountainside Publishing Corporation**. The new editor will be **Natalie Pelster**.


As of August 22, **Perseus Books LLC** announced two major publishing initiatives: the signing of a letter of intent to acquire **Basic Books** from **HarperCollins** and the establishment of **Civitas Books**, to publish on African American culture and race issues.

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**Op-Ed**  
from page 36

So who will carry the torch for the glorious future of print on paper in the 21st century, which we are all tired of hearing about before it even starts? Not those who are intent on seizing what they see as the electronic high ground. Most of them have moved away from publishing into entertainment and communications. The safe future of print is in the hands of those who matter most — the authors and the readers, who in the end will opt for the artifacts that are best suited to the human mind and body. Supporting them will be small- and medium-sized publishers, who are enjoying a renaissance, because they have been fortunate enough not to have enough capital to invest in electronics and clever enough to stay close to their authors and readers.


It is time to ask whether the emperor has any clothes. To the electronic absolutists, to the obsessive terminal gazers, to the false prophets of a paperless society, to those who hint at some mystic link between the millennium and the so-called information revolution, we should say: "We have seen the future and it doesn't work." Paper, not the computer, will remain the vital and reliable repository of human knowledge. 

NB — Adapted from a speech to the United Kingdom Serials Group on April 8, 1997. — KS

**Rumors**  
from page 14

Principles for **Licensing Electronic Resources** have been drafted by the AALL, ALA, the Association of Academic Health Sciences Libraries (AAHSL), ARL, MLA, and SLA. These six associations represent an international membership of libraries of all types and sizes. The intent of the principles is two-fold: to guide libraries in negotiating license agreements for access to electronic resources, and to provide licensors with a sense of the issues of importance to libraries and their user communities in such negotiations. The principles are available on the Web at <<http://arl.cni.org/sccomm/licensing/principles/html>>.

The Society for Industrial and Ap-


plied Mathematics (SIAM) has announced a substantial new enhancement to the electronic editions of its 10 research journals. SIAM plans to significantly reduce the waiting period between a paper's acceptance and its electronic publication in a SIAM journal. By mid-1998, SIAM expects to have reduced this time to an average of four months while continuing to maintain its high standards of peer review, copy editing, and production. This will be accomplished through author cooperation and a revamping of the production process within the SIAM office. For more information on how to subscribe, see SIAM's Web site at <<http://epubs.siam.org/help.html>> or contact SIAM Customer Service at 215-382-9800 x321, 800-447-7426 (U.S. only), or <[service@siam.org](mailto:service@siam.org)>. 

**Reference Materials**  
from page 20

tain reference subjects will grow as people share their interests electronically in virtual communities and discussion groups. And finally, librarians and publishers will continue to explore electronic pricing models that provide librarians with an ability to provide patrons with broad access and publishers with an ability to stay in business. This

will be critical as an ever-growing percentage of reference materials are sold electronically."

Answer from Dr. Bohdan S. Wynar:

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